

THE
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[Formerly the *TRADE CIRCULAR*]

With which is incorporated the
American Literary Gazette and Publishers' Circular,
Established in the year 1852.

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VOL. IV. No. 14.

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Advertisements should reach the office of the *Publishers' Weekly* not later than Wednesday morning, but are desired as much earlier as possible.

NOTES IN SEASON.

IMPORTANT TO WESTERN TRADE.—The forty-eighth Cincinnati Trade Sale will begin on Tuesday, Oct. 21. Messrs. W. O. Davie & Co., the well-known conductors of the sale, inform us that it will be far more extensive than any held West for the last ten years. Large invoices have been received from such houses as Lee & Shepard, Hurd & Houghton, Claxton, Remsen & Haffelfinger, Gould & Lincoln, J. H. Butler & Co., Thompson, Brown & Co., Shepard & Gill, Murphy & Co., Applegate, Pounsford & Co., Geo. E. Stevens & Co., Mendenhall (maps), Harding (Bibles and albums), Lipman (stationery), and many others. See advertisement in the present number.

THE panic has caused more postponements in the publication of books than at first seemed possible. Most of those whose issue has been deferred this fortnight will, however, be published within a week or two.

AMONG the books of interest announced for early appearance is Mrs. E. F. Ellet's "Brides and Widows of the Bible," a unique volume from the press of Messrs. Adams, Victor & Co. The "Brides and Widows" are the historic and social, rather than the theologic women of the Bible, and are portrayed as a discerning, thoughtful woman sees them—reverent, but not sycophantic. A peculiar feature of the work consists of contributions of monographs, by leading divines, as, for instance: "The Widow of Sarepta," by Rev. W. Martin; "Cana," by Rev. Theophilus Stork; "Sarah and Hagar," by Rev. C. H. Spurgeon (from manuscript), etc., etc. This volume will be of general interest, and should be warmly welcomed by the trade.

THE Life of Mrs. Emma Willard, by the popular historical lecturer, Dr. John Lord, will be issued on next publication day at Appletons'. It is made up chiefly from her letters, of which no less than ten thousand were examined for the purpose. The story of this eminent teacher, who was poet and natural philosopher as well, is very interesting and valuable. Mrs. Willard was the author of "Rocked in the Cradle of the Deep," and of the heat theory of the circulation of the blood, and her memorial to the Legislature of this State, containing the famous plan for female education, was the *magna charta*, almost, of higher female education in this country. The volume contains two portraits on steel. A new edition of that

popular novel, "The Household of Bouverie," by Mrs. Warfield, formerly in Derby & Jackson's list, will be issued at the same time, uniform with "Miriam Monfort." Spencer's "Sociology" will be ready in the "International Scientific Series" early next month, and the Appletons will also reprint the large volume of original tables on this subject just issued in England.

THE Harpers will issue next week Colonel Pike's book on the Mauritius, "Sub-Tropical Rambles," which has been published in England, and highly commended there; the popular work on "Earth and Man," by Principal Dawson, of Mac Gill University, Montreal; a new novel by that favorite writer, Annie Thomas, "The Two Widows;" and Nast's Almanac for 1874, which is warranted as side-splitting as ever.

A MOST delightful book may be expected in "Recent Music and Musicians," under which title Henry Holt & Co. will publish, about the middle of the month, the "Life and Letters of the German Musician, Moschelles," who was the friend as well as biographer of Beethoven. The letters, especially those addressed to him, are delightful, and one page is especially noticeable for a *facsimile* of a letter-writing freak of Mendelssohn, whose sketch of a self-acting orchestra is infinitely funny. The second volume of Freytag's series of historical romances, "Ingraban," in the "Leisure Hour Series," will be issued immediately.

SCRIBNER, ARMSTRONG & CO. will publish soon the second volume of that great work, Ueberweg's "History of Philosophy," with valuable appendices by Profs. Porter and Botta; Pres. Mark Hopkins' important treatise, "An Outline Study of Man;" and the novel, "Wandering Willie," by an anonymous English author, which is spoken of as exceedingly good, and which will form the fourth issue in their library of novels.

[OFFICIAL.]

Publishers' Board of Trade.

OFFICE OF THE SECRETARY,

25 Bond Street, New York.

NEW YORK, September 25, 1873.

The next regular meeting of the Publishers' Board of Trade will be held at the Grand Central Hotel, in New York, on Wednesday, October 8th, at half-past one o'clock.

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Spring Floods, and a King Lear of the Steppes. By Ivan Turgeneff..... *Holt.*

- A Wonderful Woman.** By Mrs. Mary Agnes Fleming, author of "Guy Earls Court's Wife." 12°. \$1.75. *Carleton.*
- Prosper.** A Novel. By Victor Cherbuliez..... *Holt.*
- Sweet Nancy.** A Novel. By Rhoda Broughton, author of "Good-Bye, Sweetheart," etc. *Appleton.*
- The World to Blame.** A Novel, reprinted from the New York Herald. By Waldorf H. Phillips. 12°.... *Claxton.*
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- The Struggle for Existence.** After the German of Robert Byr. By Auber Forestier. 12°. \$1.50..... *McKinney.*
- The House on the Heights.** By Harriet B. McKeever. 12°. \$1.50..... *McKinney.*

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- Abbott.**—Peter Stuyvesant and the Early Settlement of New York. (Pioneers and Patriots of America. Vol. 4.) By John S. C. Abbott. 12°. \$1.50..... *Dodd & M.*
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- Ollie Library (The).** 4 vols., 16°. Cont.:—Ollie and the Boys;—Mrs. Marsh's Help;—Bashie's Service;—Bessie Hartwell, or Charity. \$5..... *Warren & W.*
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What Shall We Do To-Night? or, Social Amusements for Evening Parties. With over one hundred engr. 12°. \$2. *Dick & F.*

ANNOUNCEMENTS OF FORTHCOMING PUBLICATIONS.

AMERICAN TRACT SOCIETY, New York.

November 1.

Sunshine for Rainy Days. By S. Annie Frost. Sm. 4°, pp. 96. \$1.
Little Margery. By Mrs. M. E. Miller. Sm. 4°, with 7 cuts, pp. 102. 90 c.
Holly Books. By Mrs. M. E. Miller. Cont.:—Home for the Homeless;—Willie and Jessie;—Teacher's Stories;—Little Paul. Ea. 64 pp., 8 cuts. With Fred Morris and His Dogs, and Julia Cary and Her Kitten. Per set \$1.50; per v. 25 c.
Very Little Tales. By S. Annie Frost. Cont.:—John and his four Cousins;—Very Little Tales. Ea. 64mo, pp. 80., with eight cuts. With Poppet and Out West. In box, per set, 80 c.; per v. 20 c.
Swallow Stories. By Miss Chester. Cont.:—Bobby's Teeth;—Little Teachers;—Helping Mamma;—Lizzie;—Play-Day;—Patient Gracie;—Aunt Elizabeth;—Thanksgiving;—Old Dog Tray;—Papa's Pet;—Miss Rosy;—Marnie's Angel. Twelve vols. 32°. Two cuts. In box \$3; per v. 25 c.
The Uhlan's Wife. A story of the late Franco-German war. From the German. 18°. 3 cuts. 60 c.
Alfred Warriner. 18°. 3 cuts.
Out in the Playground. 18°. 3 cuts. 40 c.
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Twenty Stories and Twenty Poems. Illustr.
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The Better Land. For aged people. Sq. 24°. Flexible cloth, 75 c.; cloth gilt \$1.
Words of Comfort, and Our Heavenly Father. By Rev. James Smith. Ea. sq. 24°. Limp. clo. 50 c.; cloth gilt 75 c.
Intercessory Prayer. Sq. 24°. Limp clo. 50 c.; clo. gilt 75 c.

HENRY L. HINTON, New York.

The Puck Novels. No. 5. The Maiden of Treppi. A Romance of the Appennines. From the German of Paul Heyse;—No. 6. Not in their Set; or, Different Circles of Society. From the German of Marie Lenzen;—No. 7. Helene Morten. From the German of Paul Heyse. Ea. 12°. 75 c.

PORTER & COATES, Phila.

Bec's Bed Time, and other Stories. Reprinted from the *Christian Union*. By Mrs. S. C. Hallowell. Illustr. 12°. \$1.25. (Oct. 15).
The Seven Heroes of the Seven Hills. A child's History of Rome. Being a continuation of the Seven Kings of the Seven Hills. By Mrs. C. H. B. Laing. 16°. \$1. (Oct. 15).
Poems. By Charles Fenno Hoffman. New Standard ed. 12°. \$1.50. (Oct. 10).

Publishers' First Announcements.

From the New York Commercial Advertiser for the week ending Sept. 29.

SEPT. 24.

J. B. Lippincott & Co.:—A new work from the German of E. Marlitt, by Mrs. A. L. Wister.

SEPT. 25.

Dodd & Mead:—Gold and Dross, by Edward Garrett, author of "Crooked Places," etc., etc.

SEPT. 26.

Scribner, Armstrong & Co.:—My Kalulu; Prince, King, and Slave. A story from Central Africa, by Henry M. Stanley, author of "How I Found Livingstone." 1 vol., crown 8", about 400 pp., with numerous graphic illustrations, after original designs by the author.

Harper & Bros.:—Mill's Logic, revised ed.—John Stuart Mill's Autobiography.—Doctor Middleton's Daughters.—That Little Frenchman.—Young Mr. Nightingale.—Florence.—Criss-Cross Journeys.—Henry Fothergill Chorley.—Lottie Darling.—Too Late.—Fairy Water.—Only a Butterfly.—Eagle and Dove.—At Her Mercy.

Scribner, Armstrong & Co.:—Our Square Circle, by J. H. Friswell.—Only a Butterfly, by Georgiana M. Craik.—Alice Lorraine.—Adventures in Morocco, by Dr. Gerhard Roblfs.—Under a Tropical Sun, by John Amphlett.—Two Years in Peru, by T. J. Hutchinson.—Lottie Darling, by J. C. Jeaffreson.—A New Novel, by the author of "Mrs. Jerningham's Journal."—The Pearl of the Antilles, by A. Callagan.—A Nephew from America, by Jules Verne.—Jowett's Translation of Thucydides.—A Child's History of England, by Miss Yonge.—Fairy Tales, by Tom Hood.—Theology in the English Poets.—Words for the Day, by C. J. Vaughn.

Henry Holt & Co.:—Which Shall It Be? by the author of "The Wooing O'."—Life of Leonardo da Vinci.—Memoir of Lady Ann de Osorio, Vice-Queen of Peru.

MUSIC RECEIVED.

M. GRAY, San Francisco.

Vocal.

As the Light Fades from Mine Eyes. Harrison Millard. 40
You and I. Claribel. 30

WHITE, SMITH & PERRY, Boston.

Instrumental.

Raymond's Reed Organ Gems. R. F. Raymond.
 Blue Eyes Polka. R. F. Raymond. 20
 Sprite Galop. R. F. Raymond. 20
 Barcarole. R. F. Raymond. 20
 Sweet Briar Waltz. E. Mack. 20
 Old Home Quickstep. R. F. Raymond. 30
 Pretty Bird Schottische. R. F. Raymond. 20
 Rosebud Waltz. R. F. Raymond. 30
 Recreation March. E. Mack. 20
 Springtime Polka Redowa. R. F. Raymond. 20
 Rockland Scho'tische. E. Mack. 20
 Merry Bird of Spring Waltz. C. A. White. 20
 Lustre Mazurka. E. Mack. 20
 Lena Schottische. R. F. Raymond. 20
 Poet and Peasant. Suppe. 20
 Sunny Days Mazurka. R. F. Raymond. 20
 Woodbine Quickstep. R. F. Raymond. 30

Emerald Set. D. Krug. Op. 186. Hunter's Song. D. 35
Budding Rose. C. de Janon. Op. 32. 50
Homeless to-night; or, Boston in Ashes. Charles D. Blake. 60
Last Rose of Summer. T. P. Ryder. Op. 68. 65
First Lessons for Teacher's Use. Karl Merz:—Bessie Waltz;—Birthday Rondo;—Moss Rose Rondo. Ea. 30
Bunch of Roses. Fresh Violet, Waltz;—Happy Home Galop;—Dancing Fairy, Redowa;—Happy Heart, Waltz;—Sweet Thought, Polka;—Flowers of May, Nocturne;—Just Jolly, Galop. Ea. 35

Vocal.

Spring! Gentle Spring! Solo and Quartette. J. Riviere. 35
Be thou Faithful unto Death. Soprano Solo and Quartette, or Chorus. J. E. Trowbridge. Op. 5. 40
Summer Moonbeams. Geo. R. Fellows. 40
Little Sunshine; or, The Child of Misfortune. C. A. White. 40
Imogene. Isaac S. Daly. 35
Hear, Precious God, My Humble Moan. Solo for Bass or Alto and Quartette. S. Strini. 35
Only Going Home. J. P. Weston. 35

The Uniform Trade List Annual.

"THE Uniform Trade List Annual, 1873," is now ready, and, if we may be allowed to say so, is much more satisfactory than we had anticipated. Stoutly and neatly bound in cloth, it forms a volume of 1658 pages—larger than the "New York Directory"—in which 144 American publishers are represented by their full trade lists. These are arranged alphabetically, and a classified index of specialties, which prefaces the lists, does something toward enabling the bookseller to look up books of any desired class. Considering that the work has been completed in exactly two months, we feel justified in deeming it a fair success, though it has abundance of imperfections necessarily incident to the first issue of so complicated and difficult a publication. The following explanatory notice, which is sent out with the volume, we reprint as illustrating some of the difficulties of this year's experiment, for it is virtually only as an experiment that we are at all satisfied with the present issue of the "Annual":

EXPLANATORY NOTICE.

In presenting the ANNUAL to the Trade, the Editor begs to express his thanks for the encouragement the enterprise has received from subscriptions as well as from the contribution of lists. As a first venture the result may be regarded as satisfactory, notwithstanding some deficiencies. The shortcomings of the ANNUAL are chiefly due to the brief time given for its preparation. The plan was suggested in May; the subscription list virtually opened in June and closed August 1. As the enterprise depended on the number of subscribers, no definite directions could be given to the publishers before that date. This circumstance also accounts for the delay of the publication. The majority of the lists could not be delivered within the stated term (ending August 31), and some were received as late as September 22, and then not all that had been promised were delivered. The approach of the active season prohibited further postponement. All the leading publishing firms, however, are represented. Among the obstacles which prevented some of the publishers from contributing, the chief one was the variety of sizes in which their lists had already been issued for the season. But in some instances promises were made for next year's ANNUAL. This may be expected to be not only much more complete, but also in better shape than the present one. Many misunderstandings, unavoidable in connection with the first experiment, are not likely to occur again. The volume itself will best show what errors are hereafter to be avoided. The most serious difficulty arose from printing on paper of the wrong size, from trimming below the given margin, and from too short a supply. Fortunately the latter embarrassment had been anticipated, and a demand made for 2,000 copies, leaving a margin for shorts. Nearly a dozen firms supplied only from 1875 to 1,900 copies of their list, without being able at once to make up for the deficiencies. The remaining lists, of which a full number has been supplied, will be placed at the disposal of the publishers, unless the sets can be completed. There is no doubt that after publication there will be a demand for the volume far exceeding this surplus, and even imperfect sets may be welcome.

Several firms which have already been indexed, had to be marked off in the proof on account of not being able to supply their lists in time or of changing their mind at the last moment. Among these were the firms of N. Tibbals & Son and L. W. Schmidt, which by oversight were left in the Index. The necessarily rapid preparation of the latter may, especially in the classification, show some other inaccuracies or imperfec-

tions. The Editor will thankfully avail himself of any rectification of errors, or suggestions of improvement for future editions.

We may supplement this with further explanations on one or two points. And first, let us state that no more copies can be delivered from this office at any price. Those members of the trade who were not sufficiently far-sighted to subscribe in advance must pay the penalty by doing without till next year, unless they can procure copies, as possibly they may, from the jobbers who have ordered a quantity of copies. We will, however, do our best to accommodate in the following manner. We will supply, at the nominal price of the Annual, fifty cents, folded sets of such lists as are in excess of the number of complete sets, with indexes and covers for binding, so that dealers may procure the missing lists for themselves and have all bound up together. Early application should be made for such sets.

There are a few publishers who either declined to furnish lists or could not prepare them within the given time. We are quite sure that the usefulness of the present volume will do away with the first difficulty, and that the longer time that can be given will obviate the second, next year. Meanwhile, we shall endeavor to prepare a list of all live publishing houses not herein represented, so that owners of the "Annual" may collect their catalogues, and bind up, each for himself, a supplementary volume which will make the catalogue complete. This list we shall publish in an early number of the WEEKLY.

We believe that this is the largest work ever circulated at fifty cents, and we trust it will be accepted by the trade as the earnest of future success in this direction which shall be complete. In our "Annual" for 1874, we expect to have the catalogues more uniform in character, so that the book will be more handy and convenient in every way. We also shall provide more editorial matter in the way of indexes, special bibliographies, etc. It is chiefly as a promise of better things to come that we present the "Uniform Trade List Annual" for 1873 to the book trade of the United States.

WE present in another column a letter from Mr. James Kelly, in which he explains his plan for meeting the present chief want of the trade. Mr. Kelly called on us some time since in reference to this subject, and it was in response to a request of ours that his plan should be put before the trade in detail, that his letter was written. If this plan should sufficiently cover the ground, we have no desire to undertake the finding-list as proposed by us. On the other hand, if the trade seems to require the latter, we are ready to attempt it under sufficient guarantee. We should be glad to hear from the trade at large on the subject, either in discussions for publication, or by private letters.

OUR issue for October 18th will be the first stationery number, in which we shall present price lists, market reports and other features of especial interest to this branch of the trade. For our library number, October 25, we have in preparation a bibliography of the standard Poets and Novelists, and the various editions of their works in the American market, with particulars of price, etc., which we trust will be found very valuable as a library assistant, and to the trade at large. Both these will be extra numbers, and will be very widely circulated; advertising favors, therefore, should be early at hand.

LETTERS TO THE EDITOR.

The interests of the trade cannot be better served than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

The Trade Want—Mr. Kelly's Plan.

NEW YORK, Sept. 16th, 1873.

I PROMISED to communicate to you the details of the plans discussed by us a few weeks ago, on the "Finding List" and "General Catalogue," but illness prevented me from forwarding them in time for the last issue of the PUBLISHERS' WEEKLY.

In that number I read with pleasure and profit your able and intelligible article on the proposed "Finding List," and I hope it will have its salutary effect. Therefore, the only thing necessary for me to do is to give a detailed plan of the "General Catalogue." I propose to take the "Bibliotheca Americana," 1820 to 1861, as the basis of the work, and add all the omissions, making the work as complete as possible (without verifying each title), the arrangement to be alphabetical, and under one alphabet, by authors—anonymous works under the first main word of title—and on the short title system, with a general index. Special topics, such as biographies, histories, arts and sciences, etc., to be put under name of special subject in the index, thus simplifying reference.

The only objection pregnant to my mind against the "Finding List," as defined, is that all old and outside publications will be lost sight of, and the great advantage gained by the General Catalogue over it is that it will contain all the books which it is proposed to put in the "Finding List," and the old and outside publications also. Seventeen years' experience in reading over "pick up lists" of booksellers in this city convinces me there is something more than the "Finding List" wanted. Which, then, of the two plans, as defined, would be the most acceptable to the trade in general? I would like to have the subject thoroughly discussed, and every bookseller in the country give his opinion thereon, and when decided, I would suggest that application be made personally or by letter to those substantial houses which Mr. Challen referred to some time ago. Perhaps they are waiting until the work is

put in a practical shape, and then will respond with generous contributions.

My original proposition was to bring the work down to 1861, the date that the "American Catalogue" was commenced, but subsequent events prove that it should be brought down to the date of publication. This would incur greater expense and labor, and could not be undertaken at the subscription price named, \$15. But I am willing to undertake the work as soon as 600 subscribers at \$25 each are procured, of this amount \$3,000 to be paid in as a working fund. Subscribers to this fund will be entitled to a number of copies proportionate to the amount subscribed. What would be still better is \$5,000 as a working fund, on which I would risk the chance of subscribers until the work is completed.

If the plans and terms now submitted fail, then I suppose we will have to go on with the "American Catalogue," as heretofore.

Yours very truly,

JAMES KELLY.

The Finding List.

NEW YORK, Sept. 18, 1873.

To the Editor of the Publishers' Weekly.

DEAR SIR: Please enter our name as subscribers to the new "Finding List," to the amount of \$25.

We should have reported concerning this before but for the absence of the writer in Europe.

We suppose that the above amount will represent our share in the expense of the enterprise, if it receives the proper support of those who are to be benefited by it; but we should be willing ourselves to pay double that sum rather than to see so important and necessary a work not carried out.

Yours very truly,

G. P. PUTNAM'S SONS.

Underselling.—The Finding List.

JACKSON, MISS., Sept. 19, 1873.

To the Editor of the Publishers' Weekly.

DEAR SIR: Your articles on "Underselling" must lead, if properly followed up, to the eradication of the evil.

I, as a little one-horse country bookseller, have felt the effects of the publisher's underselling severely, especially in regard to law books. One of our leading lawyers here asked me how I could sell him a certain list of books. He laughed at my answer that I would furnish them to him at retail prices, and told me he received 20 per cent. off retail price on any order he sent to one of our leading law publishers, on which I offered to furnish him the books at 20 per cent. and deliver them here. It would seem that the judge must have made a close bargain with the house referred to, for he did not give me the order.

Another gentleman, learned in the law, receives from one of your city publishers a list of magazines for a price with which I cannot compete and save myself from loss.

We will, if necessary, pledge ourselves to pay from \$15 to \$25 for such a "Finding List" as you propose.

Yours very respectfully,

GEO. G. EYRICH (Eyrich & Co.)

Underselling—More Facts—A Suggestion.

FARIBAULT, MINN., Sept. 20, 1873.

To the Editor of the Publishers' Weekly.

WE have followed with interest the articles from your pen, as well as the letters from booksellers

in various parts of the country, in regard to "Underselling" by publishers and stationery jobbers. The pernicious practice of the publishers in giving trade discounts to professional men—librarians, editors, students, and in fact to almost the entire reading community—presents an insurmountable obstacle to the successful building up of the book trade.

This place, owing to superior schools and institutions, has invited an intelligent and cultivated class of people, and it would seem as though the bookseller ought to thrive under such circumstances. But we have to meet this question of discounts with the lawyer and doctor, professor and student (who rightfully ought to be the retailer's "main-stay") so often, that we are compelled, in common with the great majority of booksellers throughout the country, to seek our profits in other lines of goods, *tacked* on to what we *profess* to make our leading business.

Scarcely one from the above-named classes but informs us that he can get from 25 to 40 per cent. discount, and some even better than that.

Our late Superintendent of Public Schools told us a short time since that the Chicago agent of a large New York publishing house had offered to procure him certain books he was in need of at half off—this as an inducement to the superintendent to introduce the agent's books—his very *suggestive* motto being, as he put it, "Give and take."

We have a letter from a prominent church bookstore in New York, in which they state that their best discount to the clergy is 10 per cent. Yet we have the assurance of a professor in the Theological School here that they sell him at 25 off, and further, from a student in the same school, that they give him a third off. This from a house of whom we are compelled to buy, to those who are rightfully our customers.

We could give a score of just such instances of greed on the part of publishers which have annoyed and perplexed us.

It seems to us that the present system pursued by these men is extremely dishonest, as well as suicidal. Retail prices are known to all *sharp* bookbuyers to be fictitious, and the publisher gets full price when he can and discounts to the "knowing ones." He thus virtually admits that he can afford to retail at a smaller margin of profit, and if such be the case, we hold that the only *honorable* system would be to reduce the retail price as low as will still afford the retailer a fair profit, and then let publisher and retailer *strictly maintain that price*. If such a system were adopted, we think the retail trade would be satisfied with a smaller margin than present *nominal* discounts offered.

This matter is of vital importance to the *retailer* at least, and we hold up both hands for a convention of booksellers to be held, as suggested by others of your correspondents, at some centrally located point.

ANDREWS & PALMER.

Underselling.—An Aggravated Case.

PLAINWELL, MICH., Sept. 23, 1873.

To the Editor of the Publishers' Weekly.

SIR: Noticing the many comments in your excellent paper on "underselling," I wish to add my testimony to the facts in the case, and also to enter my protest.

For the past two years I have donated room in my store to the Ladies' Library Association of

this place, and, as a matter of course, when they purchased new books received their orders, and in order to compete with offers of larger dealers gave them a discount of a quarter from list prices, which often, when I sent a special order and had paid the express charges, left me not only out of profit but out of pocket on the transaction. But I would not let it be said that they were located in my store and had to go elsewhere to buy their books, even if I lost half the bill each time.

But last summer, to cap the climax, Messrs. . . ., N. Y., although they know I am dealing exclusively in books, stationery, etc., and depend on that for my living, step in and offer them on *their own publications one-third off, and on ALL others 30 per cent.*

Now, is this right or just in the least?

Do these few publishers expect or want to do all the book business of the country without any help from the retailers? If so, let them stop asking orders from the customers they abuse in this way; if not, then let their retailers have their own customers, and let them be content with their wholesale profits on sales to the trade.

It is such doings as this that drive the smaller dealers out of the business, and make a first-class or even medium bookstore an impossibility outside the large towns and cities. On the contrary, if publishers and wholesale stationers would protect their legitimate retail customers in all places at all times, even villages of 2,500 to 3,000 people could support a very respectable book and stationery stock, with a judicious addition of art and fancy goods, etc.

It has long been a wonder to me that these wholesale dealers can not see how they are standing in their own light.

With many thanks for your past efforts in behalf of the trade, and kind wishes for your future success in all your undertakings,

I am yours respectfully,

C. M. GILES.

Underselling.—A Protest in Vigorous Terms.

TALLADEGA, ALA., Sept. 15, 1873.

To the Editor of the Publishers' Weekly.

SURELY there must be something "rotten in Denmark," for every bookseller is uplifting his hands in "holy horror" at the nefarious practice of *underselling* now so frequent among the publishers; and there seems to be a unanimity of sentiment against this injustice, this wrong, this swindling (that's the word) on the part of publishers. In no other line of commerce is there so much imposition practised as in the book trade, and the result of it all is that the publisher enriches his own pockets and works destruction to the retailer. It earnestly behooves us to look well to our interests, and not theorize upon this evil any longer, but take steps to suppress it.

The prime reason this evil exists is because we don't work to pull down any house that persists in it, and there is only needed a firmness and determination to accomplish it. Only two days ago an agent for a new school-book firm was in my store and sold me a bill of books, and immediately after that (having met a teacher who was a sojourner here), he brought him into my store, opened his sample case, and made a sale on the same terms as those given to me. Was there ever such blushing effrontery—such downright impudence? I have since learned that he made other sales in the city. Now all of the books of his

series that were ever used here were used as the result of my efforts, and yet this agent comes with his brazen-faced impudence, and destroys my trade. I immediately notified him that I did not want his books, and that he could continue his course, but I should never purchase of him again. We cannot depend upon the masses for patronage, and hence it is the professional man that we reap our harvest from, and if he is allowed the same terms as the trade, we had better suspend operations. Can the lawyer, teacher, preacher, etc., buy dry goods or groceries at prices given merchants? Of course not. Then, I ask, where is the justice in such indulgence by publishers? In many small towns the bookseller by his untiring energy infuses a taste for literature into the populace—he begets a taste for reading; and these workers all over the country are enriching the publishers only to have their own necks broken.

There are many difficulties in the way of a convention, as those who feel the evil most are small dealers, and cannot be represented; but let booksellers unite in signing a petition to the next Board of Trade asking for the abolishment of introductory rates and a stop to underselling, and if the petition is not answered, then hold themselves bound by their own signatures in solemn compact to cease patronizing such houses as persist in it. As for myself, I never buy from a house that undersells.

LOU MARSTON.

'Underselling—The Other Side.

To the Editor of the Publishers' Weekly.

WE are glad to notice that you are willing to publish correspondence on the "other side," as per page 300 in your issue of Sept. 20.

We are sure that "the interests of the trade cannot be better served than by a full discussion," if not the *honor* of the trade.

There are faults on both sides that should be corrected. As publishers, we can see no reason why a clergyman or teacher (if he is honest and respectable) should be entitled to a discount in purchasing a single copy of a work, any more than a blacksmith, or a shoe-maker, or any other respectable mechanic.

We have not made any difference in this respect, and consider one trade as respectable as another. It is the *soul within* that we look at, and not the broadcloth without. We have in the past received orders from dealers with the P.S., "Be sure and send copies for editors," but not one case in twelve did we ever receive a notice from the editor, and in most cases we are in doubt if said editors even received the copies sent.

Within the past six months we have sent books as per above order to Boston, New York, Philadelphia, and Chicago, but not in a single instance have we received notice, and we doubt if the book was presented to "the editor" for a notice. We hope there will be a little more honor and honest dealing among all book dealers in future.

If the large houses in Boston, New York, and Philadelphia choose to have a separate department for the "Trade and Canvassing Agents," let them do it.

Other publishers and retail dealers do not improve the condition of things by finding fault and sending out spies to purchase said books in a dishonest manner, or by bribing canvassing agents to furnish them with a certain number of copies, and then place them on the shelf at a less price than the canvassing agent sells them for. Said dealers have the same chance to engage in the canvassing business.

The world is open for all *honest* transactions, but not for rascals.

There is one thing that dealers do not consider, viz., if a publisher gets out an edition of 3,000 copies of a new work, and if a number of copies are sent by order from the house, or otherwise, and the book does not take well for the first two or four months, the dealers often send back unsold copies to the publisher as though they were sent on consignment, and at the expense of the publisher. In this way the publisher hesitates to fill future orders, and in the end injures the dealer.

Again, some publishers, who are well established, will order new books from a young publishing house—say 1,000 copies—for the sake of getting the largest discount, and may take 500 or more, and after furnishing their retail customers with a few copies sell the balance at retail at publishers' wholesale prices.

This has been done in Boston, New York, and Philadelphia within the past three years. Perhaps it would be better for the retailer to order direct from the publisher, and get better discounts.

Keep the ball moving, and give all a chance to speak for themselves; and by this means the book trade may be conducted in future on a more honorable basis, with advantage to all concerned.

A COUNTRY PUBLISHER.

Some Corrections in Publishing History.

NEW YORK, Sept. 22, 1873.

To the Editor of the Publishers' Weekly.

I HAVE been reading up some of the back Nos. of the WEEKLY, and have been much interested in the valuable article on "Bookselling and Book-making," which appeared in the issue for the 6th instant.

There are one or two slight errors of detail which should be corrected, and which I suppose Mr. Thomas will thank me for pointing out.

Mr. Strahan, the publisher, did *not* issue a sixpenny edition of the Waverley Novels, nor in fact did he issue any *edition*. Mr. Strahan *projected* a *shilling* set and issued the first vol.; but Messrs. A. & C. Black published a rival edition, and Strahan's second volume never appeared. The first publisher to think of a sixpenny edition was the late Mr. J. C. Hotten, of London, who issued some six or seven volumes (now published by Routledge); but Messrs. Black again presented a rival edition, and so squashed it.

In talking of *Good Words* and cheap magazine literature, Mr. Thomas falls into another error. The magazine that gave the death-blow to the old high-priced monthlies was the *Cornhill*, which, while under the editorship of Thackeray, proved the greatest success in magazine speculation on record. But it was not the first *respectable* cheap magazine by any means. The writer of this could give the titles of a dozen earlier. Mr. Strahan's first venture in magazine literature was a sixpenny entitled *The Christian Guest*, but it was a poverty-stricken affair from the first, and lasted only a few numbers. The secret of Mr. Strahan's success lay in the high standing of his writers, and his attention to having their names affixed to their respective articles.

Mr. Thomas is utterly wrong in regard to his ideas as to the spirit of the Roxburghe Club. There is a wide difference between *book-making* and *book-preserving*. A club which consists of a body of gentlemen joined together to reprint for their sole use the rare literary relics of a by-gone age, is a very different affair from the book-maker

who gets up travels, abridgments, toy books, etc., for the passing market.

There are one or two other little errors which help to disfigure an article otherwise very useful; but I am afraid of encroaching too much on your valuable space, and so bring this communication to a close.

BIBLIOPOLE.

From an Author.

BALTIMORE, Sept. 13, 1873.

To the Editor of the Publishers' Weekly.

IN your appeals for help to get up a "Finding List" for American books, you have overlooked authors. What would publishers do without the material which authors furnish? Authors should certainly wish to see a collected list of their own publications, so that when asked, "Where can I find copies of all your works?" the said author might refer the inquirer to the "Practical Finding List."

The subscriber has had seventeen volumes of different books published:

In 1828, "Lectures on Botany," by H. & F. I. Huntington.

In 1829, "Dictionary of Chemistry," by G. & C. Corvill.

In 1831, "Lectures to Young Ladies, or Female Students," by Lord & Holbrook, Boston.

In 1831, "Geology for Beginners," by George Wood, Brattleboro, Vt.

In 1831, "Progressive Education," and a "Mother's Journal," by Ticknor & Co., of Boston.

In 1832, "Caroline Westerley," Harpers' Boys' and Girls' Library.

In 1832, "Botany for Beginners," "Chemistry for Beginners," "Philosophy for Beginners," "Lectures on Natural Philosophy," "Lectures on Chemistry," were published by F. I. Huntington & Savage; afterwards by Mann & Law, now with J. B. Lippincott & Co.

In 1832, "Ida Norman" was first published by Sheldon & Co.

In 1832, "Hours with My Pupils," by Scribner & Co.

At the present time the "Educational Series," including the two foregoing books and the "Student" are published by A. S. Barnes & Co., and the "Scientific Series" is published by J. B. Lippincott & Co., except that the "Botany for Beginners" is published by Claxton, Remsen & Haffelfinger, who also publish the "Christian Household" and my late work on "Art, Literature and Science." Different church book publishers in New York have issued editions of the "Christian Household."

The "Blue Ribbon Society" is published by Charles Harvey, of the Baltimore Church Publishing House.

The book, "Our Country," which grew out of the war of the Rebellion, was published by the author for the benefit of the State Hospital Fair.

It would be desirable to see a published list of these books in a form accessible to all who might wish to examine.

I will pay \$5.00 on receipt of a copy of the "Practical Finding List," and doubt not most of our American authors will give as much or more for the same. Hoping other authors will come forward and encourage your efforts,

Respectfully, ALMIRA LINCOLN PHELPS.

Notes and Queries!

. . . . , Sept. 10, 1873

SIRS:—I have Seen in Mr Carrells of Cincin-

nati, his Litterary Bulletin of May 1871 A Notice and Specimen Sheet of your American Catalogue, and Trade Circular Anual, with the Subjects or branches of Knowledge Classified and orderly arranged, which I think is a very systematic and orderly arrangment, fur easy and ready refrence. And I wish to get a general and Standard work for general refrence, the most fool and complete and reliable that I may know where I can get the most full complete and best Editions of Certain Importent works on one or another Subject or branch of knowledge. And you would oblige me if you would Send me your fool, : complete Discriptive Catalogue of all the books you have fur sale, that I may see what Standard works you have on one or another subject that I may wish to purchase And also send me a specim Sheet of your American Catalogue and Trade Circular Anual for 1873 this present year (and the present Monthly Trade circular) with the price in the Cheepest Substantial form, And information that I may know well what it is

And also inform me if you have or if the catalogue contains the best Editions of a certain few important works which I am particularly vary Desirus of purchaseing, A few on Theoretical Pole-ics, Such as Liebers Political and Legal Herment eutics, Montesquieus Spirit of Laws, which is a Theoretical work, and Jeremy Benthams Morals and Legislative Legislation, Humes Political Essays or complete Political works, John Locks Political works, Fergusons History of Civil Sositety, Lymans Diplomacy of the United States, the Mes-ages of the Presidents, from the first down to Tyler, and Platos Republic, and Irestattles Poletics and Ethics, And Irestottles Rhetoric, And John Locks Complete works, and his works seperately. And now a few of the Standard and best Periodicals, Please also to Inform me if this American Catalogue contains the following Periodicals being given in a hand book of Standard Literature as Standard, Periodicals, and Perhaps the best, The Penny Magazine, the Saturday evening Magazine, the American Almanac, the American Museum, Blackwoods Magazine, North American review, the American Journal of Education, the Northern Light, Silliman Journal of Science and the American Journal of the Medical Sciences.

Please to Send your own Catalogue the American Catalogue, and if it certeny contains these works I have mentioned briefly in as few words, and with as little trouble as pos ble And you will oblige me very much as I want to buy the standard and best most respectfully yours,

E. A.

[We have forwarded to our correspondent the descriptive circular as to the Annual; his inquiries are too many for us, but we shall be happy to give full name and address to any enterprising bookseller who will undertake to answer them.—ED.]

CORRESPONDENCE.

FROM BOSTON.

BOSTON, Sept. 26, 1873.

THE miscellaneous book trade continues rather dull, and dealers in school-books are taking breath after a brief but very busy season. The visitor at the spacious store of Nichols & Hall, at any time during the last thirty days, would have found in the piles of school-books in process of shipment, ample evidence that the "young idea" is going to "shoot" volumiously. This branch of the

book trade is taking on enormous proportions. A good deal of money is made in it; but a good deal is spent in it also. Compare a Reader published twenty years ago with one of Ivison's new series with its fine paper, clear typography, and profuse illustrations, and confess that the road to learning is pleasanter, if not less difficult, to the schoolboy than it used to be. But the publishing of educational books is not, strange as it may seem, a wholly peaceful business; the influences of aids to intellectual cultivation, which surely ought to be pacific, are sometimes palpably promotive of strife. Witness the contest now in progress between the publishers of rival geographies as to the supply of a neighboring city—a contest in which, not content with the employment of legal weapons, the combatants assail each other with circulars which abound in defamatory epithets. Speaking of geographies, I am reminded of the fact that Mr. Johnson, publisher of the popular Atlas, purposes to bring out a new American Cyclopædia, which he intends shall surpass in accuracy and comprehensiveness all similar works extant.

As I have already written you, the number of new books issued here this autumn will be unusually small, a fact which, I think, is hardly to be regretted. You have already published full lists of our Boston announcements, and there are few additions to be noted. Shepard & Gill will shortly issue Charles Barnard's new story, "Music and Money." They have recently bought the plates of several books originally published by Horace B. Fuller, "Driven to Sea," "Battles at Home," and several others, and will bring out new editions of them. The Danbury News has been really *evangelical* to them, for they have printed no less than thirty-three thousand copies of the book which bears that name. And ten months ago, probably, not one person in one hundred in the United States had ever heard of this lucky author.

The Life of Dr. John Warren, soon to be published by Noyes, Holmes & Co., is a book of considerable value, and will be specially interesting to members of the medical profession. The Warrens seem to have taken to medicine as naturally as a duck takes to water. John, the subject of this memoir, and his brother Joseph, who fell at Bunker Hill, were physicians; John's oldest son, John Collins, was a very famous medicine man; and Edward, the author of this book, and a younger son of John, also writes M.D. after his name. The volume contains a minute account of the organization of the Massachusetts Medical Society, and of the Medical School in connection with Harvard College, and gives readable particulars of the quarrels of the disciples of Galen, touching certain professional privileges in the town almshouse, etc. It is to be regretted that the author chose to overload the book with such a mass of correspondence, much of which is utterly devoid of interest to the general reader. He has succeeded in conveying a fair idea of the social situation of Boston just prior to the outbreak of the Revolution; and, further on in the volume, he describes his father's house as it was in 1785-'89, making a very interesting picture of the domestic life of that day.

Roberts Brothers will bring out, early next month, J. Boyle O'Reilly's long-promised volume of poems—"Songs from the Southern Seas." These poems treat almost exclusively of life in Australia and the islands of the Southern Ocean, and reproduce the natural features and rude society of those lands with admirable vigor. Mr.

O'Reilly's muse affects tragedy and grave themes, delighting in legends of such crimes and sins as blackened the early annals of those far regions. Mr. O'Reilly is of Irish birth; was transported for political offences against the British Government; made his escape and got on board an American whaler, and finally arrived in this country. He is now the editor of the *Pilot*, a Roman Catholic weekly paper of this city. The publication of Flammarion's "Stories of Infinity" has been delayed by an accident, but the book will be out in a few days. Orders for it are already coming in, and it is likely to have a "large sale." Joaquin Miller's new volume of poems is now going through the press. Messrs. Roberts Brothers reprint from a copy of the London edition, which has received impartial revision at the hands of Mr. Miller himself. The Diamond edition of Jean Ingelow's poems, recently issued, is pronounced the handsomest "Diamond" book ever printed in this country. It is from the press of John Wilson & Son, of Cambridge.

The next publications of J. R. Osgood & Co. will be, probably, Charles Warren Stoddard's "South Sea Idyls," W. D. Howells' Poems, and Mr. Greg's "Literary and Social Judgments." Mr. Stoddard is one of the most successful writers on the Pacific coast, and was a *collaborateur* of Bret Harte on the *Overland Monthly* in its early days. Gen. Wallace's "Fair God" is justifying the predictions made in my last letter. The West is calling for it greedily, and the publishers are far behind their orders. The book most talked about in this community is Rev. W. H. H. Murray's "The Perfect Horse," and yet the talk is rather about the author than about the work. Even to us Bostonians, who pride ourselves on our immunity from surprise, it seems a little queer to see a clergyman, and an Orthodox clergyman, too, driving fast horses in the ruck of turfites on the Brighton road, and chaperoning his own stallions at the public fair. What with his equine engagements and his newspaper labors in reply to those unhappy writers who, as he says, have "lied" about him, his time must be fully occupied, and those who resort to him for spiritual refreshment will be likely to find the supply reduced to "funeral baked meats."

Lee & Shepard will bring out a small library of new books, mostly juvenile, early in October. Among them will be Mrs. Caroline Fairfield Corbin's novel, "His Marriage Vow," which is expected to have a great run, and "Rhoda," a juvenile of remarkable merit. This latter is the work of a niece of the poet Whittier, who furnishes an introductory note to the volume. It is a simple, unpretentious story of the young days of a country girl, faithful in its representations of New England rural life, and full of quiet beauty.

Last summer, two members of the house of Little, Brown & Co.—Messrs. Flagg and Deland—made a flying trip to Europe, being absent less than two months. It is evident that, like the busy bee, they improved "each shining hour" (though for the meridian of London, where they spent most of their time, the adjective "shining" seems less appropriate than "foggy") in ransacking the book-marts of Great Britain. They bought, and now have on view in their store here, what is probably the finest importation of rare and expensive books ever brought into this country; and experts unhesitatingly say that no single dealer in London possesses so choice and beautiful a stock of books. A bibliophile would find delightful employment for weeks in poring over the treasures

of this remarkable collection. The bare titles of the books would fill several pages of the WEEKLY, and any adequate notice of them in this place is out of the question. But I cannot resist the temptation of mentioning very briefly some of the most notable of these literary rarities. Here is a fine edition of the Harleian Miscellany and Somers' Tracts, in 23 volumes, bound in crimson levant morocco, price \$550; Pepys' and Evelyn's Diaries, 12 vols., in polished calf; Jesse's Historical Writings, in 21 vols., tree calf; copies of the first edition of Northcote's Fables, 2 vols., containing 280 exquisite woodcuts, bound in polished calf by Bedford; a beautiful set of Scott's De Foe, in 20 vols.; Lockhart's Spanish Ballads, demy 4to, bound in green crushed levant, by Chatelin; the Baskerville Addition; Doyle's Chronicle of England, a single 4to volume, with many colored plates of great beauty, price \$55; Nash's Mansions—five magnificent folio volumes containing views of the most famous houses of England.

"The Danbury News Man's Almanac, and other Tales," by the author of "Life in Danbury," will be out early in October, and its publishers (Shepard & Gill) will issue a holiday edition of "Life" in elegant guise; also Edward S. Rand, Jr.'s "Window Gardener"; a new edition of "Tom Cringle's Log," which has been out of print in this country; "Child World," part 2, by Gail Hamilton; "Santa Claus Land," by Amanda M. Douglass; and the "Birthday Book of Proverbs," comprising a serious, satirical, or humorous sentence, proverb, or verse of poetry for every day in the year, intended to serve as a treasury of the autographs of friends on their respective birthdays. The four paper volumes which constitute the "Best of All Good Company" series are to be issued in one volume, which will comprise "A Day with Charles Dickens," "A Day with Sir Walter Scott," "A Day with Thackeray," and "A Day with Douglas Jerrold." C.

The Trade Sale.

CLOSING DAYS.

(OUR report of the closing days of the trade sale, prepared for last number, was crowded out for lack of space. We give it now to render the report complete.)

SCRIBNER, ARMSTRONG & Co. were represented by a fine invoice, including their popular "Illustrated libraries," commentaries, and standard histories. A sensation was created at the start by the duplication of Marion Harland's "Common-Sense in the Household," 5,000 copies at 95 cents. Macdonald's "Wilfred Cumbermede" brought 50 off, but his poems went lower. Dr. Holland's works did remarkably well, the demand seeming to have lessened not a jot. Lange's Commentary sold as high as \$2.86 on \$5 volumes. Duyckinck's "Cyclopædia" brought 50 off. Froude's "England" varied about 5 per cent, both ways from half: his "Short Studies" averaging a little higher. Mommensen's "Rome" and Curtius' "Greece" brought 50 and a little better. Max Müller's books ruled at nearly the same figures. Illustrated and richly bound holiday volumes sold as such books usually do—approximating more nearly to two thirds than one third off. The Library of Travel, \$1.50 retail, brought 80 and 85 cents, and the consignment all through brought such prices as its excellence demanded.

Roberts Brothers' invoice was very enticing, leading off with the works of Jean Ingelow. These

books went over 50, some 5 or 10 per cent. Burnand's writings have fallen somewhat, and the \$1.75 "Sandford and Merton," in a line of 100, went from 82 1-2 to 65 cents. Auerbach's "On the Heights" can still bring 82 1-2 cents on a retail price of \$1.50. William Morris does not seem to be appreciated, and his poems went very low. Ingraham's celebrated triad, "The Prince of the House of David," and its companion works, reached \$1.15 on \$2 volumes. Miss Alcott still holds her place, her "Work," \$1.75 retail, bringing \$1.05, and her other books doing almost as well. H. H.'s "Bits of Talk," \$1, brought 60 cents. Preston's "Love in the Nineteenth Century," \$1.25, sold at 65 cents, but her other writings went for a song. Hamerton's "Thoughts about Art," \$2, brought \$1.15, and Channing's "Thoreau," \$1.12 1-2. Susan Coolidge's juveniles reached 90 cents on a retail basis of \$1.50.

The invoices of Sheldon & Co. and Noyes, Holmes & Co. averaged pretty low. In the invoice of W. Wood & Co., which included some of the most valuable medical books published, many works, as those of Flint, Bedford, and Hamilton, ruled well on to trade prices, while others that are passing from common use went as low as might be expected. The average rates were, nevertheless, very good. Charles Desilver's school books ruled low, with the exception of Greek and Latin text books, which sold at good prices. Clark & Maynard's editions of the poets sold well.

E. J. Hale & Son did well with Stephen's "United States." James Miller disposed of many "Red-Line" poets at about 50 off. His "Green and Gold" editions did not do as well. The "Ten Acres Enough" series of books fell below half, and Volney's "Ruins," \$1.25, sold at 55 cents.

G. P. Putnam's Sons had the misfortune to have their invoice reached on Friday afternoon, when the news of the Wall street panic was starting the whole community. "Extras" were brought into the sales room, and while the buyers were intently reading these, and excitedly considering their contents, the excellent consignment was slaughtered without protest. Lines of 100 and 50 of "The Dead Marquise," "Quixstar," "Blindpits," the books of Edward Maitland, and Mrs. Eiloart's "Boy with an Idea," \$1.75 volumes, were knocked down at prices varying from 25 cents to 60 cents. "All Around the World," large 4to, morocco, illustrated by Doré and others, a \$13.50 book, went as low as \$4.50. "Audubon," \$2.25 retail, sold at 70 cents. Bryant's "Letters of a Traveller," \$2, went at 25 cents. Bryant's "Orations," \$2, fell from 75 cents to 30 cents during the sale of 50 copies. 100 of the "Best Reading," \$1.25, brought 40 and 50 cents. The news being partly absorbed, some of the sales improved. Chadbourne's "Instinct," \$1 75, brought 80 cents, but fell to 50 cents. Clarke's "Shakespeare's Heroines," \$2.50, brought 80 cents and \$1. D'Aubigné's "Reformation," \$12, went at \$4. Figuiers' "Primitive Man," \$4, brought \$2. Gibbon's "Rome," a \$6 volume, was knocked down at \$1.15. The Knickerbocker edition of Irving, \$2.50, brought \$1.33, but there were but two copies offered. Other editions brought 50 off, and many of their standards had good sales. The "Handy Book Series" was slaughtered.

Gould & Lincoln received \$1.15 on their \$2 Roget's "Thesaurus," and did fairly on others of their best books.

Dodd & Mead opened with lines of 50 each of the books of the eminent female writers, Mrs. Charles, "Edward Garrett" and Hesba Stretton,

whose new stories, \$1.75 volumes, brought 85 cents and \$1. "Barriers Burned Away," still keeps its place, and brought a like price. Dana's "Corals," \$6 retail, went at \$1.90, and Döllinger's Fables, \$2.25, at 42 1-2 cents. Their standard juveniles, \$1.50 volumes, sold, several lines together, at from 60 cents to 37 1-2 cents.

J. B. Ford & Co. did very well with their well known books: Grace Greenwood's "New Life in New Lands," \$2, bringing \$1.05; Mrs. Beecher's "Motherly Talks," \$2, \$1; Beecher's "Lectures," \$1 50, 80 cents, and Mrs. Stowe's "My Wife and I," \$1.75, 90 cents. Other of their publications went at rates comparatively low.

Henry Holt & Co.'s "Leisure Hour Series" were taken at 50 cents. Gostwick and Harrison's "Outlines," \$2.50, reached \$1.35; Hadley's "Essays," \$4, \$2; Auerbach's "Villa on the Rhine," \$2, was knocked down at 35 cents. Gould's "Legends of the Patriarchs," \$2, sold at 75 cents. Taine's "English Literature," \$3.75 per volume, brought \$2. And other of his works sold well.

D. Van Nostrand was well represented. Weisbach's "Engineering," \$10, brought \$5.50 and \$5.75; and Shreve on "Bridges," Gilmore's "Lines," etc., Pynchon's "Chemical Physics," and others of similar practical value did as well. Ure's "Dictionary," \$10 per volume, sold at \$3.87. Virtue & Yorston's superbly illustrated works did not quite reach 50 off. Their "Cyclopædia of the Useful Arts," \$15 per volume, brought \$7.50, and others did even better.

We have endeavored to give a fairly representative report of the sale, though some of the smaller invoices have had to be passed over without mention; a full report would be somewhat larger than the catalogue itself, and therefore a trifle too extended for our columns. Compared with other sales, the prices, especially of new and standard books, have been very good, and furnish prophecy of a healthful and brisk trade this fall. There were somewhere near a hundred and fifty buyers in all; on the returns of one invoice alone, eighty-five were represented.

BOOKS RECEIVED.

This department is intended to include short descriptive notes, stating briefly and simply the topics and substance of important and popular books received, to enable booksellers to order knowingly and confidently books likely to sell well in their localities, and to recommend them according to the wants and tastes of their customers. Books for notice must be addressed to this office. Early copies will receive first attention.

"BY AND BY," by Edward Maitland. (G. P. Putnam's Sons.) A historical romance "of the future," somewhat inexplicable, like Wagner's music. The author, who is well known by his "Pilgrim and the Shrine" and "Higher Law," says, "By and By" is an attempt to depict the condition of the world at that time when it shall have made such advance in the solution of the problems which harass the present, and shall be so far relieved of all disabling artifices, social, political and religious, that individuals will be able, without penalty or reproach, to fashion their lives according to their own preferences, the sole external limitation being that imposed by the law of equal liberty for all. Whether the author has successfully portrayed this happy future of which he dreams, the reader must decide for himself; as for

us, hampered as we are by the various problems of "underselling" and "finding lists" which refuse to be solved, we confess ourselves unable to go forward to the Utopia he would make for us, even though it be in company with the "ideal man," "who is enduring to the end, no matter at what cost to himself." We wonder if he is a book-seller. The book is a handsome 12mo, cloth \$1.75.

"THE BOY WITH AN IDEA," by Mrs. Elioart. (G. P. Putnam's Sons.) The story of a very bright and clever boy named John Ashdell, whose favorite expression was, "I've got an idea!" Now John had ideas, and very original ones too, occasionally, but he unfortunately thought himself always right, and so was led by his conceit into doing some very queer and ridiculous things. The story is very entertaining, and all the various projects and adventures of the hero are told in a most amusing way. The volume is a small 8vo, illustrated, and charmingly bound; indeed, a most attractive book both inside and outside either for grown-up people or juveniles. Cloth, \$1.75.

"GEOLOGICAL STORIES," by J. E. Taylor. (G. P. Putnam's Sons.) This little volume belongs to what might be called the sugar-coated-scientific class of books. Much desirable information is here embodied in stories, given in the forms of autobiographies of a piece of granite, a piece of quartz, and so on—each formation relating in chronological order to its own history in a simple and easily understood manner. The text is profusely illustrated, and every effort is made to give a picturesque view to what might otherwise be a very dry subject. 16mo, cloth, \$1.50.

"THE YACHT CLUB; OR, THE YOUNG BOAT-BUILDER," by Oliver Optic. (Lee & Shepard.) The second book of what this popular writer for the young calls his "Yacht Club Series." Though some of the characters of the first volume of the series, "Little Bobtail," appear in this, it is not a continuation of that very interesting juvenile. Like the latter story most of the incidents occur on the waters of Penobscot Bay, where several yacht races take place, which are described in a way to win the hearts of all interested in this exciting sport. "The Yacht Club" is brought out uniform with Lee & Shepard's many other juveniles, and contains thirteen very good illustrations. 16mo, cloth, \$1.50.

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"THE MASTER OF GREYLANDS," by Mrs. Henry Wood. (T. P. Peterson & Bros.) Another society novel from the very fertile pen of this well-known writer, printed from the author's manuscript in advance of its publication in Europe. It is quite equal if not superior in interest to her other famous books. 8vo, cloth, \$1.75; paper, \$1.50.

"PRONOUNCING HANDBOOK OF WORDS OFTEN MISPRONOUNCED," by Richard Soule and Loomis J. Campbell. (Lee & Shepard.) A very useful little book for teachers or others, containing a guide to the pronunciation of over 3,000 words liable to be mispronounced. The volume has been very carefully compiled and will be found a most valuable text book in schools. 16mo, cloth. 60c.

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"THE OUTLAW'S DAUGHTER," by Emerson Bennett. (Claxton, Remsen & Haffelfinger.) This is the initial volume of the first complete and uniform edition of this author's works, announced by the above house as forthcoming. The volume is attractively gotten up, and promises well for the rest of the series. Mr. Bennett, best known by his "Prairie Flower," is one of the serial writers who rose to fame in the early days of the *New York Ledger*. His novels are cleverly written and are full of incidents and stirring adventures. They deal mostly with certain phases of southern and frontier life, now passing or past away, and the people, manners, and even scenery which he so graphically describes are becoming matters of tradition. If for these reasons alone, his novels deserve to live in book form, but they have merits of their own which will command for them a wide sale. 12mo, cloth, \$1.50.

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HANS CHRISTIAN ANDERSEN has just returned to Copenhagen renewed in strength, the baths in Switzerland having been very beneficial. It is hoped that he has nearly recovered from the effects of his dangerous illness.

LITERARY AND TRADE NEWS.

J. B. LIPPINCOTT & Co., Philadelphia, announce "The Memoirs of John Quincy Adams, comprising portions of his Diary, from 1795 to 1848." Edited by Charles Francis Adams. The diary begins with Mr. Adam's appointment by President Washington as Minister to the States of Holland, in 1795, and includes sixteen years of his diplomatic service in that country, in Prussia, Russia, and Great Britain, and in the negotiation of the Treaty of Ghent. It likewise embraces the whole of his later labors in posts of the highest responsibility at home, down to the termination of his career in the hall of Congress, on the 22d of February, 1848. The work will be completed in five or six volumes, uniform in size with the "Life of John Adams," by the same author.

THE *Lakeside Monthly*, of Chicago, with characteristic enterprise, announces a third great special number in commemoration of the rebuilding of Chicago. It will be made up of eighteen papers by distinguished Chicago journalists and other citizens, on "The Chicago of the Poet," "The Chicago of the Thinker," "of the Annalist," "of the Business Man," "of the Visitor," "of the Farmer," and of all other interests represented in that great city. Among these writers are Robert Collyer, Prof. David Swing, Prof. Nathan Sheppard, Rev. Horatio N. Powers, D.D., H. R. Hobart, and such leading men. This number is about ready, and ought to be interesting all through the country.

THE *Revue des Deux Mondes* has an appreciative notice of Mrs. Stowe's "Palmetto Leaves," from the pen of Th. de Bentzon, the translator of Bret Harte and other American authors.

DR. J. W. FOSTER'S "Pre-Historic Races of the United States of America," is pronounced by the *Saturday Review*, "one of the best and clearest accounts we have seen of those grand monuments of a forgotten race."

THE *Pall Mall Gazette* thinks that no American or English girl will skip any page in "The Other Girls" by Mrs. A. D. T. Whitney.

A SERIES of fairy tales by Tom Hood and others is promised in illustrated form by a firm of English chromo-lithographers.

IT is said that Secretary Belknap has engaged James Parton, the historian, to arrange for the publication of the original manuscript papers of General Washington, which recently came into the possession of the War Department. Among the papers is the original book used by General Washington when he was in command of the army in the field.

A COLLECTION of Robert Buchanan's essays on literary topics, in one volume, is announced in London, under the title of "Master Spirits."

FARJEON promises a new Christmas story.

MISS YONGE is engaged upon a Child's History of England.

PROF. JOWETT has completed his translation of Thucydides.

THE author of "Mrs. Jerningham's Journal" is to publish a novel.

A LIFE of Admiral Foote is being written by Prof. J. M. Hoppin, of the Yale Theological School.

ROUTLEDGE'S Christmas Annual will be entirely taken up this year with a new story by Mrs. J. H. Riddell, entitled "Fairy Water."

MR. EMERSON'S "Poetry and Criticism" may be looked for before New Year's, but the exact date of its publication is very uncertain.

CHANNING'S "Thoreau" is taking well, as its high excellence deserves. More than two-thirds of the first edition of 1,500 were sold in less than a fortnight.

GEN. WALLACE'S "Fair God" has proved the most successful book the Osgoods have issued for several months.

MR. E. P. WHIPPLE has rejoined the editorial staff of the Boston *Daily Globe*.

"MY Kalulu; Prince, King, and Slave: a Story from Central Africa," is the title of a new volume by Henry M. Stanley, of Livingstone fame, which will be published by the Scribners during the Fall.

MISS M. BETHAM-EDWARDS will shortly publish a volume of stories, entitled "Mademoiselle Josephine's Fridays and other Stories."

THE Scribners have imported a new edition of the splendidly illustrated balloon book, "Travels in the Air." The illustrations (many of them colored) give us an idea of a new world.

THE "Country Parson," Rev. A. K. H. Boyd, is to present a fresh volume, entitled "A Scotch Communion Sunday, to which are added certain Discourses from a University City."

AN Amsterdam collector, Frederick Muller, offers a collection of 369 works on and articles of calligraphy for £145 *en bloc*. He has issued a catalogue of it.

ROBERT CLARKE & Co. have in press the first volume of a translation of Alzog's "Manual of Universal Church History," 9th edition, by Dr. F. J. Pabisch, of Cincinnati. The book is issued by subscription, at \$4 a volume, to be completed in three volumes, each having its chronological table and table of contents, in addition to the general index for the entire work.

"ROMAIN KALBRIS," just published by Porter & Coates, Philadelphia, is an excellent story, professedly for children, but which grown-up readers will certainly enjoy. The boy hero is a genuine child, without a grain of precocious absurdity in his composition; and the narrative of his adventures is told with a simplicity which is refreshing, after the artificial and unreal creations of some writers of juvenile literature.

CLAXTON, REMSEN & HAFELFINGER, Philadelphia, have added to their Excelsior school furniture the Peabody combination desk and seat. This desk is handsome, durable, and convenient, and its cost is considerably less than that of similar articles of the Excelsior furniture. They have just ready "Crispino," a new game for the winter. Their publications for the week include the third revised and enlarged edition of "Trautwine's Civil Engineer's Pocket Book," a new edition of Roper's "Catechism of High Pressure or Non-Condensing Steam Engines," and the first part of "Short Off-hand Sermons, by a very Old-fashioned Preacher." The latter is a small 18mo of 37 pages, issued in paper covers.

BOYDELL'S "Shakespeare," reproduced in permanent photography, is reported by the publishers, Gebbie & Barrie, Philadelphia, to give promise of being a great success. Five parts have been issued, and the number of subscribers already obtained is very gratifying.

SMITH, ENGLISH & Co., Philadelphia, have just issued a new edition, including their latest supplement, of their excellent classified catalogue

of theological and religious works. The catalogue is an extensive compilation, embracing the titles of all current books in its department, and would be found very valuable by booksellers. They have the following works in press: "An Expositor's Note Book; or, Brief Essays on Obscure or Misread Scriptures," by Samuel Cox, 12mo, \$2.50; "The Structure of the Old Testament," by Rev. Stanley Leathes, M.A., the Hulsean Lecturer for 1873, 16mo, \$1.25; "A Commentary on the Epistle to the Hebrews," by Geo. Jenkin, D.D., 12mo., \$2; and have just published "Public Worship," partly responsive, designed for any Christian congregation, with an introduction by Rev. David March, D.D.

THE new and handsome store of Richard Macauley, 1316 Chestnut street, Philadelphia, narrowly escaped destruction by fire on the 25th ult., but fortunately the fire was extinguished before any great amount of damage was done.

THE Dundee *Advertiser*, in its review of "Aftermath," thus speaks of Mr. Longfellow: "Most singular and fortunate he among the Sons of the Morning! While other authors and poets of incomparably larger, deeper, more brilliant faculties are, if not so much as in the last age, subjected to the pains of poverty and the penalties of personal abuse, yet disparaged and kept down—their works strangled in circulation, and their true place in literature not conceded nor likely to be till death—Longfellow rose rapidly to a modest sphere, gained an enviable reputation, and in that sphere remains, and that reputation he retains undiminished to this hour. Of him and Tennyson alone it can be said that they are as popular in Britain as in America, and as popular in America as in Britain. In another point Longfellow shows that he is of the true and sovereign seed; the Sons of the Morning are ever young. And here is an American at sixty-six singing as sweetly as when twenty-four years ago, he wrote his "Voices of the Night," or, nine years later, his exquisite "Evangeline."

M. TAINE has gathered the materials for his History of the French Revolution from State papers and contemporary documents which have not been published.

A SERIES of lectures on "Theology in the English Poets," comprising Cowper, Burns, Coleridge, Wm. Blake, and others, by Rev. Stopford A. Brooke, is shortly to be published in England.

THE London *Athenaeum* publishes an article on "Our Extradition Treaties," with the sub-head "a guide to intending criminals and others."

BUSINESS CHANGES.

DELAWARE, O.—Prof. T. C. O. Kane, author of "Fresh Leaves," "Dew Drops," and other popular Sunday School singing books, and L. S. Wells, formerly field agent for Wilson, Hinkle & Co., have formed a copartnership, under the style of T. C. O. Kane & Co., and will carry on the business of booksellers, publishers, and music dealers, in Lamb's new block.

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The Poetical Works of Jean Ingelow.

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His Life and Works. By EUGENE PLON. Translated by Miss Luyster. A new and enlarged edition. 8vo, cloth, bevelled boards, gilt top. Price, \$3.50.

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An Essay on the Limits of Painting and Poetry. Translated from the German of Gotthold Ephraim Lessing, by Ellen Frothingham. 16mo, cloth, gilt. Price, \$1.50.

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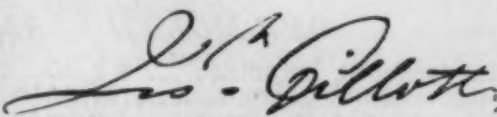
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